

Message Text

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ACTION EUR-06

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O R 041605Z SEP 74

FM AMEMBASSY BELGRADE

TO USDOC IMMEDIATE

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AMCONSUL ZAGREB

UNCLAS BELGRADE 4359

PASS OIM/SAD/COATES

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJECT: TELECOMMUNICATIONS TECHNICAL SALES SEMINAR: STATUS REPORT

1. SUMMARY. EMBASSY PROVIDES THIS STATUS REPORT FOR MEETING OF US SEMINAR PARTICIPANTS AT COMMERCE SEPTEMBER 5. BLUE RIBBON CALLS BY EMBASSY AND AMCONGEN ZAGREB CONFIRM HIGH YUGOSLAV INTEREST IN SEMINAR. WE ARE INFORMALLY COMPLETING PLANNING AND INVITATIONS, WHILE RESOLVING LAST MINUTE QUESTION OF CO-SPONSORSHIP AND AWAITING PRINTED MATERIALS FROM COMMERCE. ACTION REQUESTED. AUTHORIZE \$120 FOR TRANSLATION OF ABSTRACTS. PROVIDE INFORMATION OR COMMENTS ON PARAGRAPHS 5, 8, 9, 10. END SUMMARY.

2. YUGOSLAV PARTICIPATION. THIS COUNTRY'S UNIQUE SYSTEM OF MARKET SOCIALISM, WHEREIN DECISION-MAKING IS DECENTRALIZED, HAS PROMPTED A HIGHLY TARGETED CAMPAIGN OF BLUE-RIBBON CALLS BY THE EMBASSY AND AMCONGEN ZAGREB. CAMPAIGN HAS GNERATED A GREAT DEAL OF INTEREST. TARGET GROUPS AND PRELIMINARY ESTIMATE OF PARTICIPANTS FROM EACH ARE AS FOLLOWS: FEDERAL BUREAU RADIO COMMUNICATIONS (3 PARTICIPANTS), MILITARY (8), NATIONAL POLICE (3), CIVIL AERONAUTICS ADMINISTRATION AND AIRLINES (4), CUSTOMS (1), UNIVERSITIES (9), RESEARCH INSTITUTES (8), RAILROADS (6), EQUIPMENT MANUFACTURERS (16), RADIO TELEVISION STATIONS (10), PTT (12 PARTICIPANTS, INCLUDES SATELLITE STATION AND RADIO NAVIGATION STATION), SHIPBUILDING INDUSTRY (2), ELECTRIC POWER ENTERPRISES (10), BANKS (1), OFF-SHORE OIL DRILLING ENTERPRISES (2), ALTHOUGH TOTAL NUMBER OF 95 PARTICIPANTS IS LARGER

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THAN DESIRED, WE BELIEVE NUMBER IS MANAGEABLE SINCE ALL PARTICIPANTS

ARE UNLIKELY TO ATTEND ALL SESSIONS.

3. SEMINAR PAPERS. U.S. PARTICIPANTS SHOULD GEAR THEIR PAPERS TO PROBABLE INTERESTS OF ABOVE-LISTED GROUPS. EMBASSY HAS RECEIVED SPECIFIC REQUESTS FOR INCLUSION OF FOLLOWING TOPICS.

A. RAILROADS. YUGOSLAVIA'S RAILROADS HAVE EMBARKED ON \$300 MILLION MODERNIZATION PROGRAM, OF WHICH 40 PERCENT WILL BE SPENT TO PURCHASE TELECOMMUNICATIONS EQUIPMENT. RAILROADS ARE INTERESTED IN LEARNING MORE ABOUT U.S. TRAIN RADIO-DISPATCHING SYSTEMS FOR MONITORING AND DIRECT CONTROL OF TRAIN MOVEMENTS AS WELL AS VOICE COMMUNICATION WITH TRAINS. ALL SOURCES AGREE THIS IS AN IMPORTANT TOPIC IN YUGOSLAVIA.

B. RESEARCH INSTITUTES. INTERESTED IN MODERN SENSORS, MEASURING EQUIPMENT AND TELEMETERING SYSTEMS. ALSO, MOBILE TELEMETERING SYSTEMS

C. CIVIL AVIATION. CIVIL AVIATION ADMINISTRATION IS PRESENTLY PREPARING A NEW MODERNIZATION PROGRAM. APPROPRIATE PAPERS SHOULD ADDRESS THEMSELVES TO THIS PROGRAM, WHICH WILL INCLUDE ESTABLISHMENT OF A FULL RADAR CONTROL SYSTEM AND A RELIABLE SURFACE-TO-AIR VHF RADIO SYSTEM THAT IS OPERATIONAL AT ALL LEVELS.

D. ELECTRIC POWER. YUGOSLAVIA IS PRESENTLY INSTALLING AN 1800 MILE 380 KV TRANSMISSION NETWORK. EVENTUALLY PROGRAM WILL INCLUDE CONSTRUCTION OF CORRESPONDING 220 KV AND 110 KV SYSTEMS. APPROPRIATE PAPERS SHOULD BE ADDRESSED TO TELECOMMUNICATIONS EQUIPMENT FOR THESE LINES. ALSO, BEFORE 1980, YUGOSLAVIA WILL CONSTRUCT NEW THERMO AND HYDROELECTRIC POWER PLANTS WITH TOTAL CAPACITY 10,000 MW.

4. ABSTRACTS. PER TELECON WITH COATES, EMBASSY ENGAGED TECHNICAL TRANSLATOR TO TRANSLATE ABSTRACTS INTO SERBO-CROATIAN. THESE HAVE BEEN ENORMOUSLY HELPFUL IN BLUE-RIBBON CAMPAIGN. TRANSLATIONS WERE REQUESTED BY YUGOSLAV CO-SPONSOR SITF (UNION OF ENGINEERS AND TECHNICIANS), WHICH NEEDED THEM FOR DECISION BY 50-MAN EXECUTIVE COUNCIL. WE ANTICIPATE FINAL AFFIRMATIVE DECISION ON CO-SPONSORSHIP EARLY NEXT WEEK. PLEASE CABLE AUTHORIZATION TO DISBURSE \$120 FOR TRANSLATIONS.

5. EMBASSY WISHES TO ISSUE FORMAL INVITATIONS EARLY NEXT WEEK. WE UNCLASSIFIED

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URGENTLY NEED THE FOLLOWING:

A BROCHURES (300 COPIES).

B. PLEASE CABLE UP-TO-DATE LIST OF SEMINAR PARTICIPANTS INCLUDING FULL NAME AND CORRECT TITLE.

C. WE HAVE MADE ADDITIONAL HOTEL RESERVATIONS PER COATES/WALLER TELECOM, BUT WE NEED NAMES AND TITLES OF ALL REPEAT ALL ACCOMPANYING COMPANY OFFICIALS TO CONFIRM WE HAVE CORRECT TOTAL NUMBER.

6. SCHEDULE. EMBASSY HAS CHANGED ORIGINAL SCHEDULE. REGISTRATION WILL BEGIN 0800 TO 0830 SEPTEMBER 25. OPENING REMARKS BY YUGOSLAV GOVERNMENT OFFICIAL AT 0830. SCHEDULE SEPTEMBER 26 WILL ALSO BEGIN 0800. SCHEDULE CHANGES MADE TO ACCOMMODATE TWO PAPERS EMBASSY HOPES WILL BE PRESENTED BY YUGOSLAV EXPERTS.

7. HOSPITALITY FUNCTION. WE HAVE DECIDED AGAINST TWO REPRESENTATION FUNCTIONS AND ARE CANCELLING PREVIOUSLY PLANNED DINNER. INSTEAD WE ARE BUDGETING ADDITIONAL FUNDS FOR A RECEPTION, HOTEL YUGOSLAVIA AT 1330 AFTER FIRST SEMINAR SESSION SEPTEMBER 25.

8. WEEKEND ON COAST. WE RECOMMEND THAT SEMINAR PARTICIPANTS PLANNING TO SPEND WEEKEND ON THE COAST HAVE THE FOLLOWING AIRPLANE RESERVATION:

DEPARTURE, SATURDAY, SEPTEMBER 28 - ETD 1000 JU 416 BELGRADE
ETA 1045 DUBROVNIK

RETURN, MONDAY, SEPTEMBER 30 - ETD 0930 JU 300 DUBROVNIK
ETA 1020 BELGRADE
ETD 1320 AF 718 BELGRAD
ETA 1515 BUCHAREST

EMBASSY MAKING TENTATIVE RESERVATIONS FOR SIX SINGLE ROOMS AT HOTEL LIBERTAS, DUBROVNIK, SEPTEMBER 28-30. PLEASE CABLE NAME AND TITLE, COMPANY OFFICIALS WHO INTEND TO MAKE THIS TRIP. SINGLE ROOM RATE 476 ND PER DAY (APPROXIMATELY \$30).

9. SIMULTANEOUS TRANSLATION. SHOULD HAVE 110 POSITIONS TO ACCOMMODATE POTENTIAL AMERICAN AND YUGOSLAV PARTICIPANTS.

10. WE SUGGEST CHAIRMAN POLISHUK CALL AT CHAMBER OF ECONOMY,
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SITF, (ACCOMPANIED BY SODOLSKI, PTT, AND FEDERAL BUREAU RADIO COMMUNICATIONS. CAN POLISHUK ARRIVE ONE DAY EARLY FOR THESE CALLS? IF NOT, DOES HE WISH TO LEAVE SEMINAR SESSIONS FOR CALLS.
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